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Leveraging USDA Programs For Economic Development Through Food Systems

**Emily Oakley, Farmer &
Interim Director
National Young Farmers Coalition**



Three Springs Farm, OK

- Started farming in 2004 – in our **11th season**
- 2-person farm—2 **full-time jobs**
- Own 20 acres: **3.5 in annuals & 2.5 in perennials**
- Located **65 miles east of Tulsa, Oklahoma**
- **USDA Certified Organic**
- Sell through a **farmers' markets** and 120+ member **CSA** (Community Supported Agriculture) program



KYF2 and Three Springs Farm

SUPPLY

- **EQIP** – Seasonal High Tunnel Initiative
- **NOP** – cost-share
- **Specialty Crop Grants** – plasticulture, OK Grown, advertising
- **ATTRA** – go-to source for information and resources

DISTRIBUTION/DEMAND

- **SNAP** at the farmers' market; Double Up
- **Senior Farmers' Market Nutrition Program**
- **WIC** – FMNP Osage Nation
- **Community Food Project** –Buy Fresh, Buy Local campaign

EQIP High Tunnel



Earlier, higher-quality, more-marketable fruit.
Harvest approx. the value of the hoophouse each year in tomatoes.

NOP Cost-Share

ORGANIC FARM CERTIFICATE


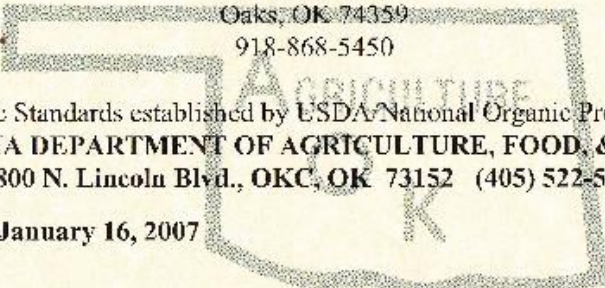
This is to certify that:
Three Springs Farm
Michael Appel & Emily Oakley
1367 Hwy 82a Rd
Oaks, OK 74359
918-868-5450

Has met the Organic Standards established by USDA National Organic Program and adopted by
OKLAHOMA DEPARTMENT OF AGRICULTURE, FOOD, & FORESTRY
2800 N. Lincoln Blvd., OKC, OK 73152 (405) 522-5898

Effective Date: January 16, 2007

Organic Producer #: ORI-069 Total Certified Acres: 20 Acres

Certified Organic Crops/Product: 100% Organic Vegetables, Herbs
& Berries

Signature of Certification Agency Representative Bryan P. Buchanan Date 1/19/12

Specialty Crop Grant



Sold \$12,500 in strawberries in 2012
through an OK Dept of Ag/Specialty Crop Grant
Plasticulture Program

ATTRA



Used ATTRA guides in planning our perennial plantings
** Used ATTRA to find internships that taught us how to farm **

Distribution and Demand



- Education campaigns have raised awareness of local food
- Significant increase in customer traffic and sales

SNAP, SFMNP, WIC FMNP



In 2013...

SNAP - \$17,000

Double Up Incentive - \$14,000

SFMNP - \$12,000

National Young Farmers Coalition



Our Mission

NYFC represents, mobilizes and engages young farmers to ensure their success.

What We Do

Policy Reform



Practical Support

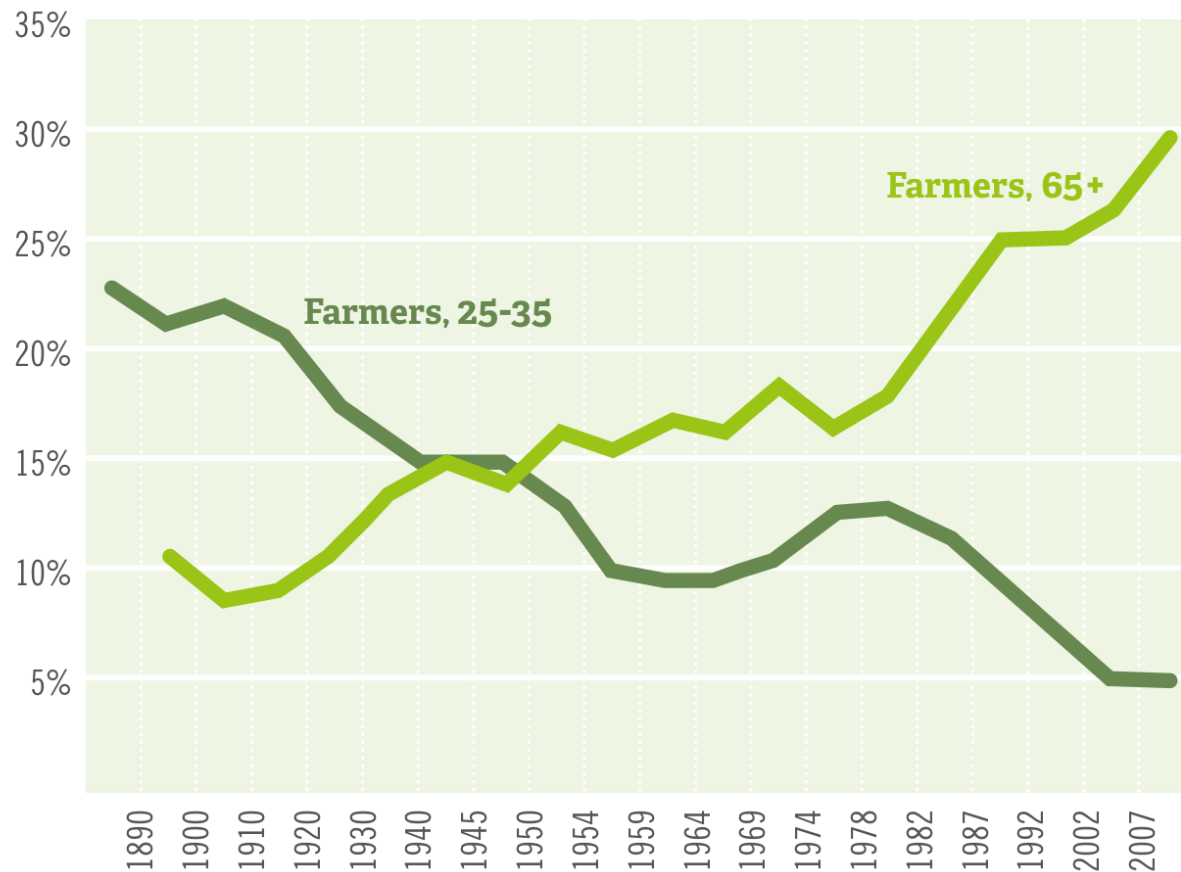


Network Building



NATIONAL YOUNG
FARMERS'
COALITION

PERCENTAGE OF FARMERS OVER 65 AND BETWEEN THE AGES OF 25-35, 1890-2007 (USDA)



Demographic trends suggest that the farming population will continue to decrease: since 1950, the average age of principal farm operators has gone up, while the number of young farmers has steadily fallen. In 2007, there were only 118,613 U.S. farmers under the age of 36, just 13 percent of the 956,318 young people that operated farms in 1950.^{7,8}



BIGGEST CHALLENGES FACED BY YOUNG AND BEGINNING FARMERS, AS IDENTIFIED BY FARMERS*

- 1. Lack of capital (78%)****
- 2. Land access (68%)****
- 3. Health care (47%)****
- 4. Access to credit (40%)****
- 5. Business planning and marketing skills (36%)****
- 6. Profitable markets (30%)****
- 7. Education and training (26%)****

* Farmer responses only. Additional farmer response data can be found in the Appendix.

** Percentages indicate number of farmer respondents that rated each program as the most important (farmers could select more than one choice).



USDA and KYF2 for Young Farmers

- 3 barriers young farmers face: **land, capital, and training**
- LAND:
 - Farmland and Ranchland Protection Program
(new Farm Bill language on farm “viability”)
 - FSA Direct Farm Ownership Loan
(important to recognize non-traditional training paths like guided internships)
- CAPITAL:
 - FSA Microloans: well over 3,000 farmers accessed this program
(the Farm Bill makes it permanent)
- TRAINING:
 - BFRDP: many of the training programs listed on NYFC website have been partially funded through BFRDP
(Financial, technical, entrepreneurial training, mentorships, and apprenticeships)



FARMLAND CONSERVATION 2.0

HOW LAND TRUSTS CAN PROTECT AMERICA'S WORKING FARMS





You are subscribed to USDA Office of Communications.

Media Advisory No. 0003.13

Contact:
Office of Communications [\(202\) 720-4623](tel:2027204623)

Agriculture Secretary Tom Vilsack to Host Media Conference Call on USDA Efforts to Expand Access to Credit for America's Farmers and Ranchers

WASHINGTON, Jan. 15, 2013—TODAY, Agriculture Secretary Tom Vilsack will host a national media conference call to discuss the U.S. Department of Agriculture's continuing efforts to expand access to credit for America's producers. Many young and beginning farmers, as well as returning veterans interested in agriculture as a career, often cite access to credit and capital as a major obstacle in putting down their roots in farming and ranching. The Secretary will also discuss credit's role in supporting the unlimited economic potential of rural America.

Tuesday, Jan. 15, 2013
12:00 p.m. EST

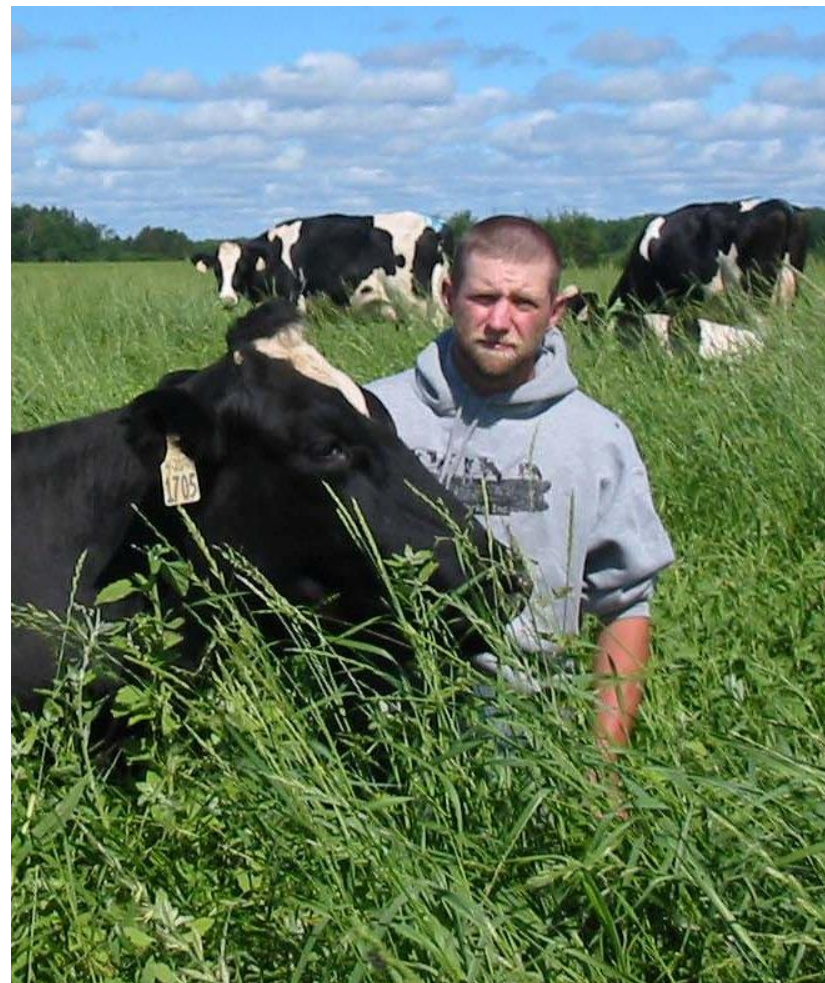
WHAT: Agriculture Secretary Vilsack to host a national media conference call to discuss efforts by USDA to help expand access to credit for farmers and ranchers.

DIAL IN: [1-888-455-0739](tel:18884550739)
Passcode: USDA (Given Verbally)
Troubleshooting: [202-720-8560](tel:2027208560)

All callers using the above pass code will be placed in listen only mode. To join the Q&A portion of the meeting, callers are instructed to press *1 on their touch tone phone.

BFRDP Training

The Grassworks Apprenticeship Program in Wisconsin, with funding from BFRDP, hires beginning ranchers to work for a “Master Dairy Grazier” for a two-year, 4000 paid-hours program that includes 288 hours of off-farm instruction.



SARE Farmer Grant – Farm Hack

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FARM HACK

A COMMUNITY FOR FARM INNOVATION

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[TOOLS](#)

Fido - Greenhouse Monitoring with Text Message Alerts

Short description:
A farmer-built electronic tool that can monitor greenhouse temperature, record greenhouse data, and alert the farmer to problems in the greenhouse via cell phone text message. This tool will be much more affordable and useful than commercially available greenhouse alarms (which rely on landline connections or internet connections, which usually aren't available in the greenhouse).



Type: "Smart Farm" tools

Stage: Functional Prototype Originally submitted by [R.J. Steinert](#)

Tool Wiki

[Subscribe to changes in this tool's Wiki](#)

Wiki Editors: [Louis](#) (66 edits), [R.J. Steinert](#) (4 edits), [brshute](#) (1 edits)

[Revisions](#) [Edit This Wiki](#)

CURRENT DEVELOPMENT TEAM: [BENJAMIN SHUTE](#), [RJ STEINERT](#), [LOUIS THIERY](#)

NATIONAL YOUNG
FARMERS'
COALITION

Opportunities for Change

- Whole Farm Diversified Risk Management Insurance
 - Revenue insurance for diverse farms
- CSP– Transition Incentives Program
 - Incentivizes retiring CSP farmers to sell/rent to new farmers
- More consistency interpreting rules and awareness of beginning farmer issues among FSA offices
 - Timing of direct farm ownership loan to provide more leverage in the purchasing process; pre-approval
 - Flexibility interpreting farm experience
 - Ex. Hearty Roots: Storage Facility Loan



More Ways KYF2 Reaches Young Farmers

- Start2Farm: searchable database especially useful for training, financing, and networking resources
- Conservation Stewardship Program: linked to the values that bring many first generation farmers to a career in agriculture
- Value-Added Producer Grants: allow farmers to tap into diverse marketing opportunities and consumer demand
- EQIP: advance payment option for BFR helps make programs immediately affordable
- FMPP: high numbers of young farmers are selling at markets
- Farm to School Grant Program: can provide marketing outlets for young farmers





emily@youngfarmers.org